

Cable Address "Edison, New York"

From the Laboratory  
of  
Thomas A. Edison,  
Orange, N.J.

Sept. 27, 1910.

R. D. Worrell Jewelry Co.,

Mexico, Mo.

Gentlemen:

The Sales Department has reported to me your engagement of one of our wagons for extending a free trial in the homes in and about Mexico, Mo., of the NEW IMPROVED PHONOGRAPH.

I am particularly anxious to have you make these trials ABSOLUTELY FREE in spirit and in fact, without any obligation to purchase. If you will conduct a campaign on these lines, and let the people in your community see what improvements have been made in my new Phonograph, each home that extends the courtesy of a trial, will thus have the benefit at least of a few days enjoyable entertainment.

Hoping that you will offer this home demonstration in the freest possible manner, so that all the people in your territory will have an opportunity to understand the mission of the Phonograph in a practical way, I am,

Very truly yours,

Thomas A Edison



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